

**A RESOLUTION  
BY TRANSPORTATION COMMITTEE**

**A RESOLUTION AUTHORIZING THE MAYOR TO AWARD  
AND EXECUTE A CONCESSION LEASE AGREEMENT  
WITH XPRESSPA, FC-6007000089, CONCOURSE "A"  
PERSONAL SERVICES/SPA CONCESSION NO. 1; AND FOR  
OTHER PURPOSES.**

**WHEREAS**, the City of Atlanta ("City") owns and operates the Hartsfield-Jackson Atlanta International Airport ("Airport"); and

**WHEREAS**, the Department of Procurement did advertise on behalf of the Department of Aviation for FC-6007000089, Concourse "A" Personal Services / Spa Concession No. 1; and

**WHEREAS**, qualified firms submitted proposals for the right to operate a personal services / spa operation under a lease agreement; and

**WHEREAS**, the proposals were received and after review and evaluation of the proponent's qualifications and an analysis of the technical proposal, the Aviation General Manager and the Chief Procurement Officer have recommended that a concession lease agreement for FC-6007000089, Concourse "A" Personal Services / Spa Concession No. 1 be awarded to the top ranked proponent, XpresSpa; and

**WHEREAS**, said lease for the premises has an initial term of seven (7) years, with an exclusive one (1) three (3) year renewal option that the City may exercise, on Concourse "A" at the Airport.

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA**, that the Mayor is authorized to award and execute a concession lease agreement with XpresSpa for FC-6007000089, Concourse "A" Personal Services / Spa Concession No. 1.

**BE IT FURTHER RESOLVED**, that said lease for the premises has an initial term of seven (7) years, with an exclusive one (1) three (3) year renewal option that the City may exercise, on Concourse "A" at the Airport.

**BE IT FURTHER RESOLVED**, that the City Attorney is directed to prepare an appropriate concession lease agreement for execution by the Mayor, to be approved as to form by the City Attorney.

**BE IT FINALLY RESOLVED**, that said concession lease agreement shall not become binding upon the City and the City will incur no liability upon same until such concession lease agreement has been executed by the Mayor, attested to by the Municipal Clerk, approved as to form by the City Attorney and delivered to XpresSpa.

**Part II: Legislative White Paper:** (This portion of the Legislative Request Form will be shared with City Council members and staff)

**A. To be completed by Legislative Counsel:**

**Committee of Purview:**

**Caption:**

**Council Meeting Date:**

**Requesting Dept.:**

**FAC Confirmed by:**

**B. To be completed by the department:**

**1. Please provide a summary of the purpose of this legislation (Justification Statement).**

The City of Atlanta completed a solicitation to award the personal service / spa No. 1 contract to the highest rated proponent. Three qualified firms submitted proposals for the right to operate a personal service / spa concession under a lease agreement. XpresSpa is recommended as the most responsible and responsive proponent.

**2. Please provide background information regarding this legislation.**

The Airport desired to provide a personal services / spa concession in the center point of Concourse A. The Department of Purchasing advertised on behalf of the Department of Aviation for FC-6007000089, Personal Services Spa Package No. 1 on Concourse A. Qualified companies submitted proposals for the right to operate a spa. The proposals were received and after review and evaluation of the submittals, The Aviation General Manager and the Director of the Department of Purchasing have recommended that a concession lease agreement be awarded the top ranked Proponent, XpresSpa.

**3. If Applicable/Known:**

(a) **Contract Type (e.g. Professional Services, Construction Agreement, etc):** Concession

(b) **Source Selection:** N/A

- (c) Bids/Proposals Due: N/A
- (d) Invitations Issued: 11/15/2007
- (e) Number of Bids: N/A
- (f) Proposals Received: 3
- (g) Bidders/Proponents: 3
- (h) Term of Contract: 7-Year term, with one (1) 3-year extension

4. Fund Account Center (*Ex. Name and number*): N/A

Fund: \_\_\_\_\_ Account: \_\_\_\_\_ Center: \_\_\_\_\_

5. Source of Funds: *Example: Local Assistance Grant* N/A

6. Fiscal Impact: Revenue Generating

*Example: This legislation will result in a reduction in the amount of \_\_\_\_\_ to Fund Account Center Number \_\_\_\_\_.*

7. Method of Cost Recovery: N/A

*Examples:*

- a. Revenues generated from the permits required under this legislation will be used to fund the personnel needed to carry out the permitting process.*
- b. Money obtained from a local assistance grant will be used to cover the costs of this Summer Food Program.*

This Legislative Request Form Was Prepared By: Kyle Mastin

## *Legislation White Paper*

### **Committee of Purview**

### **Transportation Committee**

#### **Caption:**

#### **Council Meeting Date:**

June 11, 2008

#### **Legislation Title:**

A resolution authorizing the Mayor to award and execute a concession lease agreement with XpresSpa for FC-6007000089, Concourse "A" Personal Services/Spa Concession No. 1; and for other purposes on behalf of the Department of Aviation.

#### **Requesting Department:**

Dept of Aviation

#### **Contract Type:**

Concession Services

#### **Source Selection:**

RFP

#### **Bids/Proposals Due:**

February 20, 2008

#### **Invitations Issued:**

Advertised via Cityweb and AJC

#### **Bids/Proposals Received:**

3

#### **Bidder/Proponents:**

Self Center Spa, Inc.  
City Life Wellness Center  
**XpresSpa (Mr. Moreton Binn)**

#### **Justification Statement:**

The City of Atlanta completed a solicitation to award the personal service/spa No. 1 contract to the highest rated Proponent. Three (3) qualified firms submitted proposals for the right to operate a personal service/spa concession under a lease agreement. XpresSpa is recommended as the most responsible and responsive Proponent.

#### **Background:**

The Airport desired to provide a personal services/spa concession in the center point of Concourse A. The Department of Procurement advertised the solicitation on behalf of the Department of Aviation for FC-6007000089, Personal Services Spa Package No. 1 on Concourse A. Qualified companies submitted proposals for the right to operate the spa. The proposals were received and after review and evaluation of the submittals, the Aviation General Manager recommended that a concession lease agreement be awarded to the top ranked Proponent, XpresSpa.

#### **Fund Account Center:**

N/A

#### **Fiscal Impact (if any):**

Revenue Generating

#### **Term of Contract:**

Initial term of seven (7) years with an exclusive one (1) three (3) year renewal option that the City may exercise, on Concourse "A" at the Airport.

**Method of Cost Recovery:**

N/A

**Prepared By:**

Ms. Melinda E. Henderson, Contracting Officer  
(404) 865-8596


**Contract Number:**

FC-6007000089

**Shirley Franklin**  
**Mayor**

**Benjamin R. DeCosta**  
**Aviation General Manager**

**To:** Adam L. Smith, Chief Procurement Officer  
Department of Procurement

**From:** Benjamin R. DeCosta, Aviation General Manager  
Department of Aviation 

**Date:** April 1, 2008

**Subject:** Concessions Retail Procurement Award Recommendations: (FC-6007000089 Personal Services Spa Package No. 1 and FC-6007000090 Personal Services Spa Package No. 2)

The Proposals submitted for the referenced procurements have been evaluated and the Department of Aviation recommends that legislation be submitted to the City Council and Mayor for consideration that authorizes the following contract awards:

1. Personal Services Spa Package No. 1 – XpresSpa Atlanta Terminal A, LLC
2. Personal Services Spa Package No. 2 – A Massage Inc., dba Self-Center Spa

The evaluations completed for each Personal Services Spa Package supporting these award recommendations are attached.

If you have any questions or concerns, you can contact Kyle Mastin at (404) 209-2100.





CITY OF ATLANTA  
DEPT. OF PROCUREMENT

08 MAR 24 PM 1:36

## CITY OF ATLANTA


SUITE 1700  
55 TRINITY AVENUE, SW  
ATLANTA, GA 30303  
(404) 330-6010 Fax: (404) 658-7359  
Internet Home Page: [www.atlantaga.gov](http://www.atlantaga.gov)

Shirley Franklin  
Mayor

OFFICE OF CONTRACT COMPLIANCE  
Hubert Owens  
Director  
[howens@atlantaga.gov](mailto:howens@atlantaga.gov)

## MEMORANDUM

TO: Adam L. Smith Esq.  
Chief Procurement Officer

FROM: Hubert Owens   
Director-Office of Contract Compliance

RE: FC-6007000089, Personal Services Spa Package No.1

DATE: March 21, 2008

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The Office of Contract Compliance has evaluated seven (3) Bids for Airport Concessions Disadvantage Business Enterprises participation. For your information, the proponent have committed to utilizing DBE's as indicated below:

### XPRES SPA

Jakki Colours, Inc	ACDBE	20.0%
Swift Services, Inc	ACDBE	20.0%
Total Participation		40.0%

### CITY LIFE WELLNESS CENTRE

Massage Bar, Inc	ACDBE	19.18%
TSG Solutions, LLC d/b/a		
Consummate Chiropractor	ACDBE	11.76%
Total Participation		30.94%

SELF CENTER SPA

SELF CENTER SPA	ACDBE	100.00%
Total Participation		100.00%

If you have questions, please contact me at (404) 330-6010 or Yvette Hawkins at (404) 330-6898.

cc: File  
Kelly Carter, DOP ✓



KELLEY CARTER  
CONTRACTING OFFICER

## PROPOSAL RESULTS

TOTAL NUMBER OF PROPOSALS SUBMITTED: 03

[illegible]

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: GREG PRIDGEON

Dept.'s Legislative Liaison: Anita Williams

Contact Number: 404-530-6600

Originating Department: Aviation

Committee(s) of Purview: Transportation

Chief of Staff Deadline: 5/28/08

Anticipated Committee Meeting Date(s): 6/11/08

Anticipated Full Council Date: 6/16/08

Commissioner Signature: 

Chief Procurement Officer Signature: 

**CAPTION**

**A RESOLUTION AUTHORIZING THE MAYOR TO AWARD AND EXECUTE  
A CONCESSION LEASE AGREEMENT WITH XPRESSPA, FC-6007000089,  
CONCOURSE "A" PERSONAL SERVICES/SPA CONCESSION NO. 1; AND  
FOR OTHER PURPOSES.**

FINANCIAL IMPACT (if any)

Mayor's Staff Only

Received by CPO: \_\_\_\_\_ Received by LC from CPO: \_\_\_\_\_  
(date) (date)

Received by Mayor's Office: 5/29/08 Amc Reviewed by:   
(date) (date)

Submitted to Council: \_\_\_\_\_  
(date)